



REACHING HIGH

Aerospace Business Matchmaker



July 17-18, 2018 || Ohio University



REACHING HIGH

SOCIAL MEDIA ENGAGEMENT

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@OhioDevelopment

#AerospaceBizMatchmaker

#NASASmallBusiness

#SmallBizNetworking

#NASAOSBP

#NASASmallBizOutreach

Letter from the President of Ohio University



Perseverance Pays

On behalf of our world-renowned faculty, dedicated staff and students, I would like to welcome you to Ohio University and Athens. As you will quickly see, this is a beautiful place that is filled with innovators, creative thinkers, collaborators, and leaders.

For generations, those who have called Appalachia home have had one thing in common—an innate sense of perseverance. They've weathered catastrophic flooding, global shifts toward sustainable energy, and most recently, the opioid epidemic. They are not only motivated to help improve their own well-being, but to improve the quality of life for others. At Ohio University, we refer to it as grit.

I imagine that many of you hold similar characteristics. As large and small business owners, you face challenges every day, and the outcome is dependent on the levels of passion and determination you exhibit along the way. Our faculty and students continue to pursue their passions by conducting ground-breaking research and sharing their expertise with those who need it most. We are proud of the work they are doing, and I look forward to hearing more about the wonderful work you do.

This event is meant to provide you with new information, resources, and the opportunity to meet others in your industry. We hope that the connections you make result in new business for you and improved economic development for your community. And while you're at it, take advantage of the many restaurants, breweries, and outdoor activities that Athens has to offer.

Thank you for being a part of this Matchmaker event with NASA, and I wish you all the best.

A handwritten signature in black ink that reads "M. Duane Nellis".

M. DUANE NELLIS, Ph.D.

President, Ohio University

CONNECTING SMALL BUSINESS TO MILLIONS

Letter from the Director of the Ohio Development Services Agency



Connecting Small Business to Millions of Dollars

Welcome to Reaching High – Aerospace Business Matchmaker, hosted by the Ohio Development Services Agency, Ohio University, and the Procurement Technical Assistance Centers of Ohio, Pennsylvania, West Virginia, and Kentucky in partnership with NASA.

This event will help small businesses connect to millions of dollars in contracting opportunities, while helping Federal, state, and local governments, along with large contractors, find quality goods and services.

The Ohio Development Services Agency is committed to helping small businesses develop and grow. Small businesses are the backbone of the Nation's economy and the largest job creator in Ohio. The Aerospace Business Matchmaker creates more opportunities, while helping small businesses increase sales and build strong communities.

We hope all businesses actively participate in the event by making connections with purchasing officers and developing strategic partnerships with other small businesses.

While you're in Athens, be sure to check out all it has to offer. The area is known for its farm-to-table scene. Your visit also happens to coincide with Ohio Brew Week, giving you the opportunity to sample the local varieties brewed right in Athens. For more local activities, check out AthensOhio.com. If you want to do some hiking or just take in some of Ohio's beauty, take a side trip to Hocking Hills State Park just a bit west of Athens.

Thank you for supporting this contracting event with NASA. Wishing everyone successful matchmaking!

Sincerely,

DAVID GOODMAN

Director, Ohio Development Services Agency

REGIONAL PTAC CONTACT INFORMATION

Government Marketing Assistance Program, Pennsylvania SBDC Lead Office—Wharton School, University of Pennsylvania

3819-33 Chestnut Street, Suite 325
Philadelphia, PA 19104

215-898-1219
Office: 215-746-6472

Indiana University of Pennsylvania, Government Contracting Assistance Program

724-357-7824
<https://www.iup.edu/ptac/>

JARI Procurement Technical Assistance Center

245 Market Street, Suite 200
Johnstown, PA 15901-2910

814-254-4022
<https://www.jari.com/government-contracting-ptac/>

Kentucky Procurement Technical Assistance Center

859-251-6019
<http://kyptac.com/>
859-246-3247

Lawrence Economic Development Corporation Procurement Outreach Center Db. Southern Ohio Procurement Outreach Center

740-377-4550
<http://www.ledcorp.org/>

Mahoning Valley (MV) Procurement Technical Assistance Center

4319 Belmont Avenue
Youngstown, OH 44505
330-759-3668 x124
<http://www.mvptac.mvedc.com/>

North Central Pennsylvania Regional Planning and Development Commission

49 Ridgmont Drive
Ridgway, PA 15853
814-773-3162
<http://www.ncentral.com>

Northern Tier Regional Planning and Development Commission

312 Main Street
Towanda, PA 18848
888-868-8800
570-265-9103
<https://www.northerntier.org/>

Northwest Commission PTAC

395 Seneca Street
Oil City, PA 16301
814-677-4800
<http://www.northwestpa.org/government-contracting/>

Ohio Development Services Agency

77 South High Street
Columbus, OH 43215
614-644-1637
<https://development.ohio.gov>

Procurement Technical Assistance Center at Ohio University

Building 19, The Ridges, Room 117B
1 Ohio University
Athens, OH 45701-2979
740-597-1868
<http://ptac.ohio.edu/>

Regional Contracting Assistance Center (RCAC), Inc.

1116 Smith Street, Suite 202
Charleston, WV 25301
304-425-9438 (Southern WV Office)
304-344-2546 x4 (Charleston Office)
<http://rcacwv.com/>

Northeastern Pennsylvania Alliance (NEPA)

1151 Oak Street
Pittston, PA 18640
570-655-5581
<https://www.nepa-alliance.org/>

Riverside Center for Innovation

700 River Avenue, Suite 200
Pittsburgh, PA 15212
412-322-3523
<http://www.riversidecenterforinnovation.com>

SEDA-Council of Governments PTAC

201 Furnace Road
Lewisburg, PA 17837
570-524-4491
<http://www.seda-cog.org>

Southern Alleghenies Planning and Development Commission

3 Sheraton Drive
Altoona, PA 16601-9343
814-949-6500
<http://www.sapdc.org/>

Southwestern Pennsylvania Commission

Two Chatham Center, Suite 500
112 Washington Place
Pittsburgh, PA 15219
412-391-5590
<http://www.spcregion.org>

REACHING HIGH

Day 1

Tuesday, July 17

BAKER CENTER BALLROOM

Ohio University | 1 Park Place
Baker Center Ballroom | Athens, OH 45701

8:00 AM Event Registration
Light Refreshments and Networking

8:30 AM Welcome and Statement of Occasion

Mistress of Ceremonies **Marsha Lewis**, Associate Professor and Ohio University's George V. Voinovich School of Leadership and Public Affairs Senior Associate Dean

Remarks:

M. Duane Nellis, President, Ohio University

Robert Scott, Region V Administrator, U.S. Small Business Administration (SBA)

8:40 AM Introductory Remarks and How to Do Business with NASA

Glenn A. Delgado, Associate Administrator, National Aeronautics and Space Administration (NASA), Office of Small Business Programs (OSBP)

9:00 AM NASA Center Overviews and a Conversation with Agency Small Business Specialists

Moderator:

Richard L. Mann, Program Manager NASA OSBP

Panelists:

Eunice J. Adams-Sipp, Small Business Specialist, NASA Glenn Research Center

Felicia A. Bell, Section Manager, NASA Jet Propulsion Laboratory

Robert E. Watts, Small Business Specialist, NASA Johnson Space Center

Robert O. Betts, Small Business Specialist, NASA Langley Research Center

V. Lynn Garrison, Small Business Technical Advisor, NASA Marshall Space Flight Research Center

Theresa M. Stanley, Lead Contract Specialist, NASA Shared Services Center

Kay S. Doane, Small Business Specialist, NASA Stennis Space Center

10:00 AM NASA Vendor Database Overview and Presentation
Overview of the NASA Vendor Database and a demonstration of its capabilities.

Truphelia M. Parker, Program Specialist, NASA OSBP

10:15 AM Break

10:30 AM Doing Business with NASA Primes – What Companies Need to Know
NASA Primes will discuss doing business with their respective companies and their current opportunities.

Moderator:

Charles T. Williams, Program Manager, NASA OSBP

Panelists:

Georgina Gastelum, Small Business Liaison Officer, Aerojet Rocketdyne



NASA astronaut Chris Cassidy, Expedition 36 flight engineer, attired in an Extravehicular Mobility Unit (EMU) spacesuit, participates in a session of extravehicular activity (EVA) as work continues on the International Space Station.

JULY 17–18, 2018
OHIO UNIVERSITY

Robert Wright, Deputy Manager, Space Systems Division, Dynetics, Inc.
Kyle Z. Hoomans, Business Development, General Dynamics Information Technology

Gail Dolman-Smith, CEO and President, Paragon TEC, Incorporated
Sherie C. Jackson, Quality Assurance Manager and Small Business Advocate, Raytheon

William J. Coppedge, Senior Technical Manager, Science Applications International Corporation

Chemise Smith, Small Business Liaison Officer, Stinger Ghaffarian Technologies, Inc.

Velinda Highfill, Small Business Liaison Officer, Sierra Nevada Corporation

11:30 AM Innovation and Technology at NASA
Overview and update on the Agency's Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) program

Gynelle C. Steele, Aeronautics Mission Directorate SBIR/STTR Program Manager, NASA Glenn Research Center

12:00 PM Lunch and Networking

Paul Decker, Partnerships and Collaboration Group Lead, External Business Office, Tank Automotive Research Development and Engineering Center (TARDEC)

1:15 PM Update from U.S. Small Business Administration (SBA) District Offices

John Renner, Supervisor, Business Opportunity Specialist, SBA
Shanda Harris, Business Opportunity Specialist, SBA

1:30 PM Procurement Technical Assistance Center Presentation

Sherry Savage, Program Manager, Procurement Technical Assistance Program, Defense Logistics Agency

1:45 PM U.S. Air Force (USAF) Overview

The presentation will provide an overview of the organization and include SBIR/STTR basics and how small business can participate in the programs; as well as an overview of Category Management and its small business impacts.

Farris Welsh, Director, Small Business Headquarters U.S. Air Force Materiel Command

3:00 PM Break

3:15 PM Overview and Update on the Ohio Development Services Agency (ODSA) Minority Business Development Division

Monica Womack, Manager, Minority Business Development Division, Ohio Development Services Agency

3:30 PM Overview and Update on NASA Minority University Research and Education Project (MUREP)

Presentation includes an overview of the MUREP program which engages underrepresented populations through a wide variety of initiatives.

Roderick Chappell, Team Lead, MSI Strategic Partnerships, NASA Langley Research Center Office of Education/STEM Engagement

3:45 PM Partnering with Historically Black Colleges and Universities (HBCUs) and Minority Institutions (MIs) Capability Statement Briefings

Overview of NASA's HBCU/MI goal, the HBCUs/MIs Technology Infusion Road Tour and featured Institutions of High Education

Moderator:

Tabisa Taliwaku Kalisa, Program Manager, NASA OSBP

HBCUs and MIs:

Sharon Brooks Hodge, Vice President, Phenomenal Media Productions, Alabama A&M University

Alton B. Johnson, Dean, College of Science, Technology, and Agriculture, Director, Land-Grant Programs, Central State University

Jeffrey Copeland, Director of Restricted Funds, Morgan State University

Tashia L. Bradley, Executive Vice President and Chief Innovation Officer, Wilberforce University

Ami M. Smith, Associate Vice President for Public Service, West Virginia State University

4:45 PM Final Remarks

Glenn A. Delgado, Associate Administrator, NASA OSBP

5:00 PM Day 1 Concludes

Day 2

Wednesday, July 18

**CHARLES J. PING
RECREATION
CENTER**

Ohio University | 82 S. Green Drive
Charles J. Ping Recreation Center | Athens, OH 45701

8:00 AM Event Registration

8:30 AM Welcome

Sharon Smith, Statewide Program Manager, Ohio Development Services Agency

9:00 AM Matchmaking and Exhibitors

9:45 AM Break

10:00 AM Matchmaking and Exhibitors

10:45 AM Break

11:00 AM Matchmaking and Exhibitors

12:00 PM Lunch and Networking

1:30 PM Matchmaking and Exhibitors

2:30 PM Break

2:45 PM Matchmaking and Exhibitors

3:30 PM Event Concludes



Researcher Rick Bozak inspects fan blade tips on a rotor installed in a test facility at NASA Glenn that simulates the internal engine conditions required to study fan performance.
(Credits: NASA/Marvin Smith and Alcyon Technical Services)

PRESENTERS



EUNICE J. ADAMS-SIPP

Small Business Specialist, NASA Glenn Research Center

Eunice J. Adams-Sipp is the Small Business Specialist for the NASA Glenn Research Center in Cleveland, OH, and is responsible for promoting and integrating small businesses into the competitive base of contractors that pioneer the future of space exploration, scientific discovery, and aeronautic research. She assists in the assuring that small businesses in all socioeconomic categories receive adequate consideration in the procurement process. Additionally, she represents the Agency in various events sponsored by Congress, the

Small Business Administration, and other governmental organizations to counsel small businesses on how to compete for Government contracts. Adams-Sipp has 26 years of experience as a contracting professional and has advised several Source Evaluation Boards as a contracting officer in the procurement process. She earned her Master of Business from the University of Phoenix and a Bachelor of Arts in Economics from Cleveland State University. She is a native Chicagoan and currently resides in the Cleveland, OH, area.



FELICIA A. BELL, CPCM

Manager, Small Business Programs Office (SBPO), Jet Propulsion Laboratory

Felicia A. Bell was appointed the Manager of the Small Business Programs Office (SBPO) for the Jet Propulsion Laboratory (JPL) in July 2015. The SBPO is responsible for leading the efforts within the Acquisition Division to meet the small business contract goals from NASA.

Bell joined JPL after 12 years with Bechtel Corporation, where she served as a contracts manager on several projects in transportation, Government and, most recently, an overseas assignment in Tianjin, China, supporting the burgeoning natural gas market. During

her tenure at Bechtel, she served as a Small Business Liaison Officer on the Dulles Corridor Metrorail Project, where she managed a successful small business program with over \$400 million in subcontract spending that exceeded the contract goals.

Bell is a member of the National Contract Management Association (NCMA) and has earned the lifetime certification designation as a Certified Professional Contracts Manager (CPCM). She earned a bachelor's degree in finance from Howard University and a master's degree in industrial engineering from Clemson University.



ROBERT O. BETTS

Small Business Specialist, NASA Langley Research Center

Robert O. Betts is the Small Business Specialist at the NASA Langley Research Center in Hampton, VA. Betts also serves as a Contract Specialist and the Industrial Relations Officer for the Center.

As the Small Business Specialist, he is responsible for planning, implementing, monitoring, and managing the NASA Langley Research Center Small Business Program. He serves as the Center advisor on all small business matters.

Betts has been a contract specialist with NASA since 2009, administering several complex contracts including the \$70 million Tropospheric Emissions: Monitoring of Pollution (TEMPO) space-flight instrument that will monitor pollution over North America from a Geostationary Earth orbit. He has also administered several research and development contracts for a variety of stakeholders.

Betts is an Air Force veteran with over 20 years of service to his country. He began his military service as a munitions supply technician and ended as a contract specialist working all aspects of operational contracting. He deployed overseas in support of multiple military actions and garnered several awards during his distinguished career. His post-military career includes civil service stints with the Department

of the Air Force and Department of Veteran's Affairs as a contract specialist.

Betts holds a bachelor of arts degree in business administration with a specialty in management information systems from Saint Leo University. Rob is a Level III certified contracting professional.



RODERICK D. CHAPPELL

Team Lead, MSI Strategic Partnerships, NASA Langley Research Center Office Education/STEM Engagement

Roderick "Rod" Chappell is leading a team to develop a Center of Excellence (COE) at NASA Langley Research Center that provides leadership, best practices, research, support, and training for Minority Serving Institutions (MSI). The COE will support capacity building at institutions engaged in STEM program development preparing the next generation of innovators. The key product is a repository of MSI data featuring capture management, information sharing, and matchmaking.

Chappell is a 20+ year veteran and entrepreneur in the marketing, promotions, and communications arena. In 2001, he revolutionized the promotions marketplace by forming Grassroots Promotions (GP), a full-service marketing strategy firm specializing in targeted events and promotions. The first

of its kind specializing in the African American and Hispanic consumer marketplace, GP is designed to be the link between managers of corporations and grassroots-level marketing programs in the urban community.

Chappell is a master's degree in business from the Duke University Fuqua School of Business and a bachelor of arts from Morehouse College, Department of Business. Chappell travels the Nation as guest speaker for various business workshops and conferences, speaking about a principle he founded entitled "In Your Place Marketing." He currently serves as a consultant and advisor for many current and future CEOs. He is also penning a book entitled HBCU CEO: Passion To Profit.



BILL J. COPPEDGE

Senior Technical Manager, Science Applications International Corporation (SAIC)

Bill J. Coppedge is currently the manager of a flight simulation task and several IT tasks at NASA Langley Research Center where he has been for 2 ½ years. Prior to his current position, he was the engineering manager for Nova Technologies on a flight simulator engineering and maintenance contract for the U.S. Army 160th Special Operations Aviation Regiment at

Fort Campbell, KY. During his time at Ft. Campbell, he was also an adjunct instructor at Embry-Riddle Aeronautical University. Prior to his position at Nova Technologies, he was a senior flight simulator engineer at Delta Air Lines and has been in the flight simulation industry for almost 30 years.

PRESENTERS



PAUL DECKER

Partnerships and Collaboration Group Lead, External Business Office, Tank Automotive Research Development and Engineering Center (TARDEC)

Paul Decker is the group lead for Partnerships and Collaboration for the U.S. Army TARDEC's External Business Office. Decker is responsible for identifying and pursuing external partnerships, collaborations, and opportunities for TARDEC with industry (including for dual-use applications), other Government agencies, and academia.

Decker was previously a Deputy PM at DARPA for the Ground eXperimental Vehicle Technologies (GXVT) and Adaptive Vehicle Make (AVM) programs. Before that

Decker was TARDEC's Deputy Chief Scientist where he helped direct TARDEC's Basic Research, Innovation Programs, and involvement in Army/Defense Science Board studies. In an earlier assignment he was TARDEC's associate director for analytical simulation (computer aided engineering).

Decker holds a master of science in electrical engineering from the University of Michigan, and a bachelor of science in materials science and engineering also from the University of Michigan.



GLENN A. DELGADO

Associate Administrator, NASA Office of Small Business Programs

Glenn A. Delgado is the Associate Administrator of the Office of Small Business Programs at the National Aeronautics and Space Administration (NASA). As the Associate Administrator, Delgado provides executive leadership and policy direction for developing and implementing policies and initiatives throughout NASA to ensure that all categories of small businesses are afforded opportunities to compete for Agency contracts. Since Delgado's arrival in 2006, NASA has seen a 28 percent increase in direct awards, which equates to approximately \$769 million to small businesses.

During his tenure as Associate Administrator, Delgado continues to lead his team in a collaborative project with the Office of General Counsel and Office of Procurement, to publish several new policies, contract clauses, and NASA Federal Acquisition Regulation (FAR) Supplement changes that are beneficial to the Agency's small business programs. In 2009, the Small Business Administration (SBA), recognized the new policies/procedures that NASA implemented for its small business program as a Federal Government Best Practice.

In 2010, Delgado received the second highest award bestowed by NASA, the NASA Outstanding Leadership Medal. He received this award for his innovative practices and outstanding stewardship of NASA's small business programs in supporting the Agency's mission, goals, and objectives. In September 2010, the Congressional Black Caucus honored him with the 2010 Small Business Champion Living Legends award. In July 2013, Delgado was presented with the NASA Exceptional Service Medal. His continued success was recognized in FY 2014, when he received the Presidential Rank Award of Meritorious Executive, which is the second highest annual award given to career Senior Executive Service members. In 2016, Delgado also received the Special Act Award and Mentoring Award, a NASA Headquarters Honors Award.

Delgado earned his bachelor's degree from the University of New Hampshire, his master's degree in business administration from Marymount University, and is a Level III certified in the Acquisition Professional field of Contracting.



KAY S. DOANE

Small Business Specialist, NASA Stennis Space Center

Kay Doane has been a Government employee since 1991. She started her career in finance with the Department of the Navy (DON) transferring briefly to the Defense Information Systems Agency (DISA) until joining NASA Shared Services (NSSC) in 2005. In 2013, Doane accepted a detail to Procurement within the NSSC to start her career as a contract specialist. Doane received her Federal Acquisition Certification (FAC) Level I in 2013 and her FAC Level II in 2015. As of February 2017, Doane transferred to Stennis Space

Center as the Small Business Specialist in the Office of Procurement.

Doane retired from the Air Force Reserve in 2009 as an E7 Master Sergeant with 20 years of honorable service. She holds a bachelor's degree in business administration from Grantham University. Doane is originally from New Orleans, LA, and now resides in Carriere, MS, with her husband and two sons.



GAIL DOLMAN-SMITH

CEO and President, Paragon TEC, Incorporated

Gail Dolman-Smith is the founder, president, and CEO of Paragon TEC, Inc., a Woman-Owned, Small Disadvantaged business that provides business consulting services and is headquartered in Cleveland, OH. She is a results-driven leader who focuses on achieving exceptional results in highly competitive environments that demand continuous improvement, with in-depth expertise in direct management and oversight of Federal contracts valued up to \$100 million.

Under Gail's executive leadership, Paragon TEC has emerged as a nationally recognized, innovative firm with a proven record spanning over 2 decades; integrating business solutions, technology, education, and communications in a variety of services that enable organizational transformation and success for Government, industry, and nonprofit partners Nationwide. Paragon TEC's key customers include Harris Corporation, KBRwyle Laboratories, Army National Guard, U.S. Department of Defense, U.S. Department of Veterans Affairs, NASA, National Institutes of Health, City of Cleveland, and other state and local Government organizations. Paragon has conducted business in 17 U.S. states, the District of Columbia, Puerto Rico, and the Virgin Islands.

Before founding Paragon, Gail gained over a decade of Fortune 100 corporate and management consulting experience. This has resulted in a vast and extensive business acumen that encompasses the areas of management, strategic planning, systems and subject matter training, public relations, financial analysis, and IT applications.

Awards and recognitions Gail has received for personal and Paragon TEC leadership and/or Paragon projects include: the Nation's 25 Most Powerful Minority Women in Business Award (Minority Enterprise Executive Council); the Urban League Small Business Achievement Award; the NASA Glenn Research Center Nominee for the George M. Low Award in recognition of quality and performance; the Innovations in American Government Finalist Award for the NASA Science, Engineering, Mathematics, and Aerospace Academy (SEMAA); United States Congressional Record honoring NASA SEMAA as "one of the Nation's premier K-12 STEM educational programs"; the Turning Goals into Reality (TGIR) Team Award (NASA Headquarters); the NASA Glenn Research Center Woman-Owned Business of the Year Award; and the Education Technology Think Tank TEC Champion Leadership and Partnership Awards (U.S. House of Representatives).

In addition to her business focus, Gail Dolman-Smith is committed to community service and advocacy. She has served as a board member for several organizations such as the Education and Exhibits Committee of the Great Lakes Museum of Science, Environment and Technology, Catholic Education Endowment Trust, and National Black MBA Association. Gail currently serves as a member of the OAI (Ohio Aerospace Institute) Board of Trustees.

Dolman-Smith holds a master's degree in business from Baldwin Wallace College.

PRESENTERS



V. LYNN GARRISON

Small Business Technical Advisor, NASA Marshall Space Flight Center

V. Lynn Garrison serves as the Marshall Space Flight Center Small Business Technical Advisor in support of the Small Business Office. Garrison is also a Marshall Space Flight Center Technology Transition Lead for the Small Business Innovation Research (SBIR)/Small

Business Technology Transfer (STTR) programs, which help the Agency meet Federal research and development needs and increase private sector commercialization of innovations derived from Federal research and development.



GEORGINA (GINA) GASTELUM

Small Business Liaison Officer, Aerojet Rocketdyne

Gina Gastelum became the Senior Procurement Analyst, Enterprise Small Business Liaison Officer (SBLO) at Aerojet Rocketdyne in January 2018. Her responsibilities include the management and execution of the Aerojet Rocketdyne Small Business Program developing and fostering strategic relationships with current Federal clients, potential small business partners, and internal team members. Prior to her present role, Gastelum worked as Lead Cost Estimator/Pricing Analyst for an aerospace OEM in Thousand Oaks, CA. She believes in the small busi-

ness subcontracting program mission and has been a strong advocate in support of program efforts to maximize opportunities for small businesses for more than 15 years.

Gastelum is a member of the NASA, Marshall Prime Contractors Supplier Council, the DOD Western Regional Council for Small Business Education and Awareness, and the MDA Small Business Advocacy Council (SBAC). She resides in Chatsworth, CA.



DEBORAH HARMAN

Supplier Diversity Manager, KBRwyle

Deborah Harman is an accomplished industry small business professional with an extensive background in contract administration and the development of organization Small Business Programs. Her background includes the transition of small business to large business as a result of growth or acquisition, which

required the development of a Small Business Program from the ground floor up. At KBRwyle, Harman is the supplier diversity manager, overseeing and assuring compliance to KBRwyle's small business program at multiple KBRwyle locations.



SHANDA HARRIS

Business Opportunity Specialist, U.S. Small Business Administration

Shanda Harris is a Business Opportunity Specialist with the Columbus District Office of the U.S. Small Business Administration (SBA). In this capacity Harris works with small businesses that have been certified into the 8(a) Business Development Program, by helping to oversee 8(a) program compliance, and to facilitate business development opportunities. The 8(a) BD Program provides business assistance to help small socially and economically disadvantaged businesses gain an entrance into the Federal government marketplace. In addition to working with 8(a) firms, she also assists companies with the other small business programs including HUB Zone, Women-Owned, as well as Veteran- and Service-Disabled Veteran-Owned.

Prior to joining SBA, Harris served as a procurement specialist with the Ohio University Procurement Technical Assistance Center (PTAC) where she managed

the Columbus office. Her responsibilities included providing technical assistance, Government contracting counseling, and procurement services to companies throughout a 10-county regional area. Before serving as a procurement specialist with PTAC, she worked with the Small Business Development Center (SBDC) for 9 years. Harris holds a bachelor of science degree from Tennessee State University, a Master of Public Administration (MPA) from Ohio University, and a FAC-C Level 1 DAWIA Federal Government Contracting Certification.

Harris is passionate about working in the small business community and counts it a privilege to serve in this capacity. In the words of one of her former PTAC clients, "Shanda is truly a conduit of connectivity," she helps connect small businesses to the most appropriate resources.



VELINDA HIGHFILL, CPSM, C.P.M., CPSD

Small Business Liaison Officer, Sierra Nevada Corporation

Having been in supply chain management in Los Angeles for 15 years, Highfill moved to Reno in 1991 and took a buyer position with Sierra Nevada Corporation, a small woman-owned business. In 2009 when SNC was making the transition from small to large business she made the decision to take on the responsibility of developing and managing a small business program for the company. Today, SNC is a multi-billion dollar business and is currently under

contract with NASA to develop and build a resupply vehicle for the International Space Station and maintains a highly successful Supplier Diversity Program. Highfill continues to be a strong proponent of supplier diversity and small business utilization—both in her personal and professional life. In her off time she is a Burning Man enthusiast and looks forward to the yearly pilgrimage to Black Rock City.



KYLE HOOMANS

Small Business Development, General Dynamics Information Technology (IT)

Kyle Hoomans is a small business professional in General Dynamics Information Technology (IT), specializing in strategic opportunity support and GDIT's outreach efforts. Hoomans' role extends into supporting General Dynamics IT teaming requirements through the identification of small businesses that can support contract requirements. In addition, he

coordinates the General Dynamics IT Mentor-Protégé program. Prior to joining General Dynamics, Hoomans was a business development lead for a growing small technology firm in Fairfax, VA. His experience brings a strong understanding of the challenges small businesses trying to navigate Government contracting. Hoomans is a graduate of the University of Delaware.

PRESENTERS



SHARON HOPKINS*

Director of the Ohio University's Procurement Technical Assistance Center (PTAC)

Sharon Hopkins is the director of the Ohio University's Procurement Technical Assistance Center (PTAC), which is part of the Center for Entrepreneurship (a partnership between the Voinovich School of Leadership and Public Affairs and College of Business). She manages six of the State's PTAC offices. PTAC's primary responsibility is one-on-one counseling with businesses interested in selling their product or service to the Government. Hopkins participates in, conducts, and facilitates seminars on multiple topics relating to business and Government contracting. Her region consists of 55 Ohio counties with offices located in Akron, Athens, Cincinnati, Columbus, Dayton, and Lancaster. Hopkins works closely with her staff, economic development agencies, and Government agencies to promote small business in her region. Hopkins has gained an immense amount of knowl-

edge of the procurement field through her 20 plus years of experience.

Hopkins is a graduate of Marietta College, where she majored in management. She is a certified counselor for the Center for Veterans and Evaluation (CVE), and maintains a Level II Associate Contracting Assistance Specialist (ACAS) certification with the Association of Procurement Technical Assistance Centers (APTAC). In service to her community, Hopkins has won two elections to fill a seat on the Warren Local Board of Education and was an appointed representative to the Washington County Career Center Board of Education. Hopkins was born and raised in southeastern Ohio, where she still lives with her husband and extended family.



SHERIE C. JACKSON

Quality Assurance Manager and Small Business Advocate, Raytheon



TABISA "TABI" TALIWAKU KALISA

Program Manager, NASA Office of Small Business Programs

Tabisa "Tabi" Taliwaku Kalisa currently serves as a Program Manager for the National Aeronautics and Space Administration's (NASA's) Office of Small Business Programs (OSBP) in Washington, DC. Kalisa oversees the Agency's Women-Owned Small Business, Historically Underutilized Business Zone concerns, Historically Black Colleges and Universities (HBCU)/Minority Institutions (MI), and the Agency's Mentor-Protégé Program. In addition, Kalisa serves as the Program Manager for NASA's Ames Research Center and Armstrong Flight Research Center in

California, Langley Research Center in Virginia, and Kennedy Space Center in Florida.

As a Program Manager, Kalisa provides small business guidance by presenting and interpreting Federal and Agency-wide policy to NASA Centers, external Government agencies, and industry. As the Communication and Social Media Manager, she is responsible for the development and implementation of all OSBP external communications and social media strategy, including Web site con-

tent development. With her oversight of collateral design and production, OSBP's outreach materials have received multiple Communicator Awards, honoring excellence in marketing and communication. Since she joined NASA OSBP in 2006, her responsibilities have included overseeing the Agency's small business prime and subcontracting goaling metrics and the OSBP budget. Kalisa has received numerous awards during her NASA career including a NASA Early Achievement Medal, a NASA Agency Exceptional Achievement Medal, a

NASA Agency Honor Award, and a NASA Headquarters Honor Award.

Kalisa started working in the Federal Government small business arena in 2003 by providing support to the Department of the Army's Office of Small Business Programs Mentor-Protégé Program at the Pentagon. A year later, she transitioned to providing support to the Department of Defense's Office of Small Business Programs Mentor-Protégé Program and Indian Incentive Program.



MARSHA LEWIS, Ph.D.

Associate Professor, Sr. Associate Dean at Ohio University's George V. Voinovich School of Leadership and Public Affairs

Marsha Lewis is an associate professor and senior associate dean at Ohio University's George V. Voinovich School of Leadership and Public Affairs. She teaches courses in program evaluation, quantitative methods, and public-sector strategy and manages

multiple applied research projects focused mostly on education policy and practice. She also serves as a senior data analyst for the school's research and evaluation projects.



RICHARD L. MANN

Program Manager, NASA Office of Small Business Programs

Richard L. Mann joined the NASA Office of Small Business Programs (OSBP) as a Small Business Program Manager in March 2009. Currently, Mann is the Program Manager for Johnson Space Center, Marshall Space Flight Center, and the NASA Management Office for the Jet Propulsion Laboratory. He also has OSBP responsibility for small business prime and subcontracting data and metrics (FPDS-NG and eSRS), and for the Veteran-Owned Small Business program. From 2003–2009, Mann worked in various roles at NASA John C. Stennis Space Center in Mis-

issippi, including Contracting Officer, Procurement Analyst, and Small Business Specialist. He has also been a Contracting Officer for the Defense Logistics Agency/Defense Energy Support Center and for the U.S. Agency for International Development. Mann is a Certified Professional Contracts Manager (CPCM), has a master's degree in business administration with a concentration in contracting from the Florida Institute of Technology, and a bachelor's degree from Louisiana State University.

PRESENTERS



M. DUANE NELLIS, Ph.D.

President, Ohio University

M. Duane Nellis was named the 21st president of Ohio University on February 22, 2017. As an internationally recognized scholar and national higher education leader, Nellis brings nearly four decades of experience in academia as a president, provost, dean, and professor to Ohio University.

Prior to arriving at Ohio University, Nellis was president of Texas Tech University from 2013 to 2016. While at Texas Tech, he was committed to enhancing the University's presence as a top-tier national public research university. He led Texas Tech to designation as Carnegie "highest" research activity national research university. The institution was also designated nationally as an Innovative and Economic Prosperity University and received special recognition for university engagement during Nellis' tenure.

Prior to his time at Texas Tech, Dr. Nellis was president of the University of Idaho (2009–2013) where he led the university toward record enrollments and record levels of fund raising. He also served as provost and senior vice president at Kansas State

University from 2004 to 2009 and dean of the Eberly College of Arts and Sciences at West Virginia University, the institution's largest academic college, from 1997 to 2004.

He is recognized nationally and internationally for his research that utilizes satellite data and geographic information systems to analyze various dimensions of the Earth's land surface. This research has been funded by more than 50 sources, such as NASA, the National Geographic Society, the U.S. Agency for International Development, and the U.S. Department of Agriculture. His research has led to more than 160 articles and reports in a wide range of professional journals, and over 20 books and book chapters, and his selection as a Fellow of the prestigious American Association for the Advancement of Science.

Nellis received his bachelor's degree in Earth sciences/geography at Montana State University in 1976. He received his master's and doctoral degrees in geography from Oregon State University in 1977 and 1980, respectively.



TRUPHELIA M. PARKER*

Program Specialist, NASA Office of Small Business Programs

Truphelia M. Parker joined the NASA Office of Small Business Programs in November 2006 as a program support contractor. Currently, Parker, now a civil servant, provides direct oversight of five major programs and several operational components providing guidance and information for the Agency's small business program to include, but not limited to, strategic planning, information technology, organizational processes and external relations and outreach. She is a contracting officer's representative and has a master's degree in public admin-

istration from Southern University in Baton Rouge, LA, and a bachelor of science in political science from Tuskegee University. Parker is a member of the Presidential Management Intern Class of 1999. In a volunteer capacity Parker is actively involved in the Loudoun County Alumnae Chapter of Delta Sigma Theta Sorority, Incorporated, which is a private, nonprofit organization whose purpose is to provide assistance and support through established programs in local communities throughout the world.



JOHN RENNER

Supervisor, Business Opportunity Specialist, U.S. Small Business Administration

John Renner manages the Government contracting programs for the U.S. Small Business Administration's Cleveland District Office and is responsible for coordination and marketing of SBA's Government contracting activities in 28 counties.

The contracting programs include the HubZone, 8(a), Woman-Owned, and Veteran-focused programs. Renner has a bachelor of science in business administration from Purdue University and has also owned two successful small businesses.



SHERRY SAVAGE

Program Manager, Procurement Technical Assistance Program, Defense Logistics Agency

Sherry Savage became the Program Manager for the Procurement Technical Assistance Program (PTAP) at the Defense Logistics Agency in 2016. She is responsible for oversight of the Agency's administration of this cooperative agreement program that aims to expand the number of businesses capable of participating in Government contracts. Prior to her current position, Savage supported the PTAP as a Grants Officer.

Savage's career with the Defense Logistics Agency began in 2006 as a Procurement Analyst assigned to DLA Acquisition. Subsequently appointed Supervisory Business Manager, Savage managed the Directorate's internal operations. In 2004, she awarded and administered cost type system design and demonstration contracts for U.S. Army

Communications-Electronics Command. In 2002, she served as a contract specialist on the integrated product team in the program management office of Reserve Component Automated Systems, awarding and administering a cost plus award fee information technology contract. Savage spent the early years of her contracting career purchasing supplies and services for the Michigan Army National Guard.

A native of Michigan, Savage received a bachelor of science degree from Liberty University where she majored in business. Savage is Defense Acquisition Workforce Improvement Act (DAWIA) Level III certified in the contracting career field, Level II certified in the program management career field, and is a member of the Army Acquisition Corps.



ROBERT SCOTT

Region V Administrator, U.S. Small Business Administration

Robert Scott serves as the regional administrator for Region V of the U.S. Small Business Administration, overseeing the delivery of the Agency's financial assistance, technical assistance, and Government contracting activities throughout Illinois, Indiana, Michigan, Minnesota, Ohio, and Wisconsin.

Prior to the SBA, Scott ran his own consulting firm, practiced law at Oldham & Deitering in Clayton, OH, and served as the vice mayor of Kettering, OH, where he remains in service as a city councilman. He has worked in the Ohio House of Representatives as a legislative aide and on several major political campaigns in Ohio, including serving as the state director for Donald J. Trump for

President. Additionally, Scott wrote for the *Dayton Daily News* and *Dayton City Paper* and was a syndicated columnist for Brown Newspapers, Inc.

Scott received a bachelor of science from Wright State University and an honors juris doctorate degree from the University of Dayton School of Law. He is a member of the Dayton Masonic Lodge, Ohio State Bar Association, and Kettering Rotary Club. Scott received a Forty under 40 Award from the American Association of Political Consultants in 2016 and the *Dayton Business Journal* named him one of the city's notable Forty under 40 professionals in 2015.

PRESENTERS



CHEMISE SMITH

Small Business Liaison Officer, Stinger Ghaffarian Technologies (SGT), Inc.

Chemise Smith serves as the Small Business Liaison Officer (SBLO) with SGT, LLC, a business unit of KBRWyle, located in Greenbelt, MD. She is primarily responsible for the execution of SGT's Small Business (SB) Office compliance program for Federal SB subcontracting activity, including the Mentor-Protégé Program, SB strategic sourcing supporting business development, SB subcontracting plans development, and SB utilization contract performance.

Prior to joining SGT, Smith worked for major prime contractors, including Accenture as the SB advocate for the multibillion dollar Department of Homeland Security (DHS) US-VISIT contract, and later assumed the role as the SBLO, managing the Federal Practice Small Business Program; and for CACI (formerly L-3

National Security Solutions) as the SBLO. At both organizations, Smith managed and supported their Department of Defense (DOD) Mentor-Protégé agreements. She received a letter of appreciation from the Defense Contracting Management Agency (DCMA) program manager for her responsiveness and positive working relationships. In May 2016, CACI's small business office received the Small Business Partner of the Year award from the Small and Emerging Contractors Advisory Forum (SECAF) for the dedication and work of supporting and promoting small businesses.

Smith holds a bachelor of science in business administration from San Diego State University, and a master certificate in Government contracting from George Washington University.



SHARON A. SMITH*

Ohio's Procurement Technical Assistance Center (PTAC) Statewide Program Manager, Ohio Development Services Agency

In May 2015, Sharon A. Smith was named Ohio's Procurement Technical Assistance Center (PTAC) statewide program manager at the Ohio Development Services Agency. In that role, Smith is responsible for administrating and overseeing the Ohio PTAC network consisting of 7 offices providing Government procurement assistance to Ohio's businesses.

Prior to assuming the responsibilities of the PTAC network, Smith served as the Assistant Deputy Chief of the Office of Community Assistance. In that role she was responsible for managing the office's Federal block grant programs, which includes the Home Energy Assistance Program, Home Weatherization Assistance Program, and the Community Services Block Grant. In addition, the office oversees the regulated utilities Universal Service Fund programs which complement the Federal Low Income Home Energy Assistance Programs. Smith, along with the Office of Community Assistance team, ensured that Ohio's low-income citizens had the resources they needed to manage energy costs.

Smith has been with the Ohio Development Services Agency for more than 29 years, serving first as an industrial representative in the Business Services Division and was responsible for serving 13 counties in northeastern Ohio. In that role, Smith worked on Ohio's business retention and expansion initiatives while helping employers address their workforce development needs. Smith also served as Assistant Deputy Chief for the Minority Business Division, administrating and overseeing the Minority Business Assistance Centers, the Minority and Small Business Financial Incentive programs, and the Procurement Technical Assistance Center programs.

Prior to joining the Ohio Development Services Agency, Smith served as an account executive with the Private Industry Council of Columbus and Franklin County, helping employers address their workforce development needs and also owned and operated her own business. She has a bachelor's degree in organizational management from Wilberforce University and a master's degree in education from Capella University.



THERESA M. STANLEY

Lead Contract Specialist, NASA Shared Services Center

Theresa Stanley is from Gulfport, MS. She is the Lead in the Research Activities Branch for Grants and Cooperative Agreements at the NASA Shared Services Center (NSSC) located at Stennis Space Center. She has over 12 years of experience in Grants and Cooperative Agreements along with the Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) Program.

Stanley has been with NSSC since opening in March 2006. She received her bachelor of arts

in organizational management in 2007. She was a recipient of the NASA Space Flight Awareness Honoree Award in January 2016, she was awarded the Silver Achievement Medal in April 2014 and was selected as the NSSC Contract Specialist of the Year for 2013 and 2014. She is a Certified Grants Management Specialist and has completed the Grants Management Certificate Program from Management Concepts. She is also a graduate of the NASA FIRST (Foundations of Influence, Relationships, Success and Teamwork) program.



GYNELLE C. STEELE

Aeronautics Mission Directorate SBIR/STTR Program Manager, NASA Glenn Research Center

Gynelle C. Steele is the Program Manager for the NASA Glenn Small Business Innovation Research/Small Business Technology Transfer (SBIR/STTR) Program. She oversees the development of the solicitation, evaluation, and ranking processes for the Aeronautics Research Mission Directorate, along with identifying opportunities for infusion of SBIR-funded Aeronautics technologies. She has also been instrumental in developing core strategic elements of the Agency-wide SBIR/STTR program that have helped with aligning it for continued success.

Prior to serving as Glenn's SBIR/STTR Program Manager, Steele was a project engineer in the Technology Transfer Office (TTO) responsible for facilitating the transfer of NASA technologies to the private sector. During her time with the TTO she also served as the Center Software Release Authority, where she positioned Glenn to lead the Agency

in the design and implementation of a software repository. She also as the technical monitor for the NASA Glenn Garrett Morgan Commercialization Initiative (GMCI) which was the only Agency program focusing exclusively on transferring technology to small disadvantaged businesses.

During her career, Steele has received numerous service and performance awards including the Technical Person of the Year award from the NASA Small Business Program, the National Women of Color award, the NASA Medal for Exceptional Service. She was a Glenn's Leadership University participant and Women's Executive Leadership Program participant. She earned a bachelor of science degree in electrical engineering from Ohio University and a master's of business administration from Cleveland State University.

PRESENTERS



ROBERT E. WATTS

Small Business Specialist, NASA Johnson Space Center

Robert E. Watts is currently the Small Business Specialist at the Johnson Space Center (JSC), located in Houston, TX. Watts joined NASA in November 2011 as the Contracting Officer at the NASA Shared Services Center, located Stennis Space Center. In this role, Watts was responsible for assisting in the administration, planning, coordination, compliance, and implementation of the Small Business Program at JSC. As an advocate for small business, he has a strong commitment to helping small and minority-owned businesses grow and succeed through Federal contracting.

Prior to coming to NASA, Watts served as a Regional Contracting Officer for the U.S. Army Corps of Engineers (USACE), Hurricane Protection Office (HPO), where he was intimately involved with the rebuilding of the levees in and around New Orleans, LA, after Hurricane Katrina. He also served as a

Program Manager for CACI International Inc., and Addx Corporation. In these capacities, he provided contractor support for the Hurricane Storm Damage Risk Reduction (HSDRR) after Hurricane Katrina, which was at the time the number one domestic mission for USACE.

Watts is a military retiree with 21 years of faithful service to our Nation. He holds a master's in business administration and a master of arts in theology. He is DAWIA Level III and FAC Level III Certified in contracting, and DAWIA Level I Certified in program management.

Watts' affiliations include the Army Acquisition Corps (AAC), the National Contract Management Association (NCMA), the North Shore Men with a Vision (board member), and the Slidell Youth Football Association (board member).



FARRIS L. WELSH

Director, Small Business Headquarters U.S. Air Force Materiel Command

Farris Welsh is the Air Force Materiel Command (AFMC) Executive Director for Small Business (SB) Programs totaling approximately \$5 billion annually. She is located at Wright-Patterson Air Force Base, OH. She brings broad field and command experience to this position. Additionally, she holds a top secret clearance that supports many programs.

Welsh has served as the Air Force's Program/Portfolio Director, Combat Mission Support Operations (AFPEO/CM) totaling over \$6.5 billion annually; Chief, Information Dominance and Global Reach Contracting Operations (SAF/AQCK); Procurement and Pricing Analyst (AFMC); supervisor, contracting officer, team

lead, negotiator, and pricer on multiple U.S. Air Force and Foreign Military Sales (FMS) Airframe Production Programs.

She entered her Air Force career as a copper cap intern after spending several years working for the State of Ohio Center for Urban and Public Affairs/Center for Labor Management Cooperation. Her duties included facilitation, analyst, grants writer, and negotiator. Welsh has a master of science in national resource strategy/leadership from National Defense University and a master of urban/public administration from Wright State University. She has a Level III Certification in contracting and Level III Certification in PMT 401.



CHARLES T. WILLIAMS

Program Manager, NASA Office of Small Business Programs

Charles "Chuck" Williams currently serves as a Program Manager for the National Aeronautics and Space Administration's (NASA's) Office of Small Business Programs (OSBP) in Washington, DC. Williams joined the HQ OSBP in March of 2018. Williams oversees the Agency's SDB\8(a) Program, Small Business Technical Advisory\Small Business Technical Coordinators Program, and serves as the Liaison to the Office of Procurement and the Office of the General Counsel, as well as the SBA Scorecard Manager. In addition, Williams serves as the Program Manager for NASA's Shared Services Center at Stennis Space Center, MS; Glenn

Research Center, OH; and Goddard Space Flight Center, MD.

As a Program Manager, Williams is responsible for providing small business guidance by presenting and interpreting Federal and Agency-wide policy to NASA Centers, external Government agencies, and Industry. Williams has a degree in electrical engineering and began his career with NASA in August 2006 at the Johnson Space Center (JSC) where he served as the Senior Small Business Specialist, the Center Technical Advisor, and the contact for the JSC Mentor Protégé Program.



ROBERT WRIGHT

Deputy Manager, Space Systems Division, Dynetics, Inc.

Robert Wright is the deputy manager for the Dynetics Space Systems Division. He provides technical, organizational, and business support and direction across division interests. In addition, Wright is the Project Manager for NASA's prime contract award to Dynetics for the Space Launch System (SLS) Universal Stage Adapter (USA). The USA provides the primary structure transition between the SLS Exploration Upper Stage and the Orion crew module.

Wright has worked the civilian space market for 30 years. Prior to joining Dynetics he was responsible for the Space Shuttle Solid Rocket Booster flight design and the Kennedy Space Center (KSC) ground systems hardware used throughout Shuttle processing.

Wright earned his bachelor's degree in electrical engineering from Virginia Polytechnic Institute and State University in Blacksburg, VA.



MONICA L. WOMACK*

Manager, Minority Business Development Division, Ohio Development Services Agency

Monica L. Womack is the division manager of the Minority Business Development Division of the Ohio Development Services Agency. In this role, she is responsible for the day-to-day oversight of the division and serves as the program manager and grant administrator for the Minority Business Assistance Center Grant. In doing so, she assists the Centers to support the growth and development of Ohio small, Minority-Owned, and disadvantaged businesses.

Womack has more than 20 years' experience in financial services. Prior to her role in public service, Womack was the assistant vice president and quality team lead for Business Banking at JP

Morgan Chase, where she developed the business banking quality control Flood Disaster Protection Act procedures to identify the gaps within the process, develop controls to mitigate the risk, and improve the internal quality control rating for all the Business Banking Operation Centers (AZ, OH, and TX). These improvements elevated the internal quality control rating from 67 percent to 99 percent within the first quarter after implementation. The improvements were maintained for the remainder of the year, for an end of year aggregate rating of 91.5 percent.

Womack holds a bachelor's degree in finance and financial management services.

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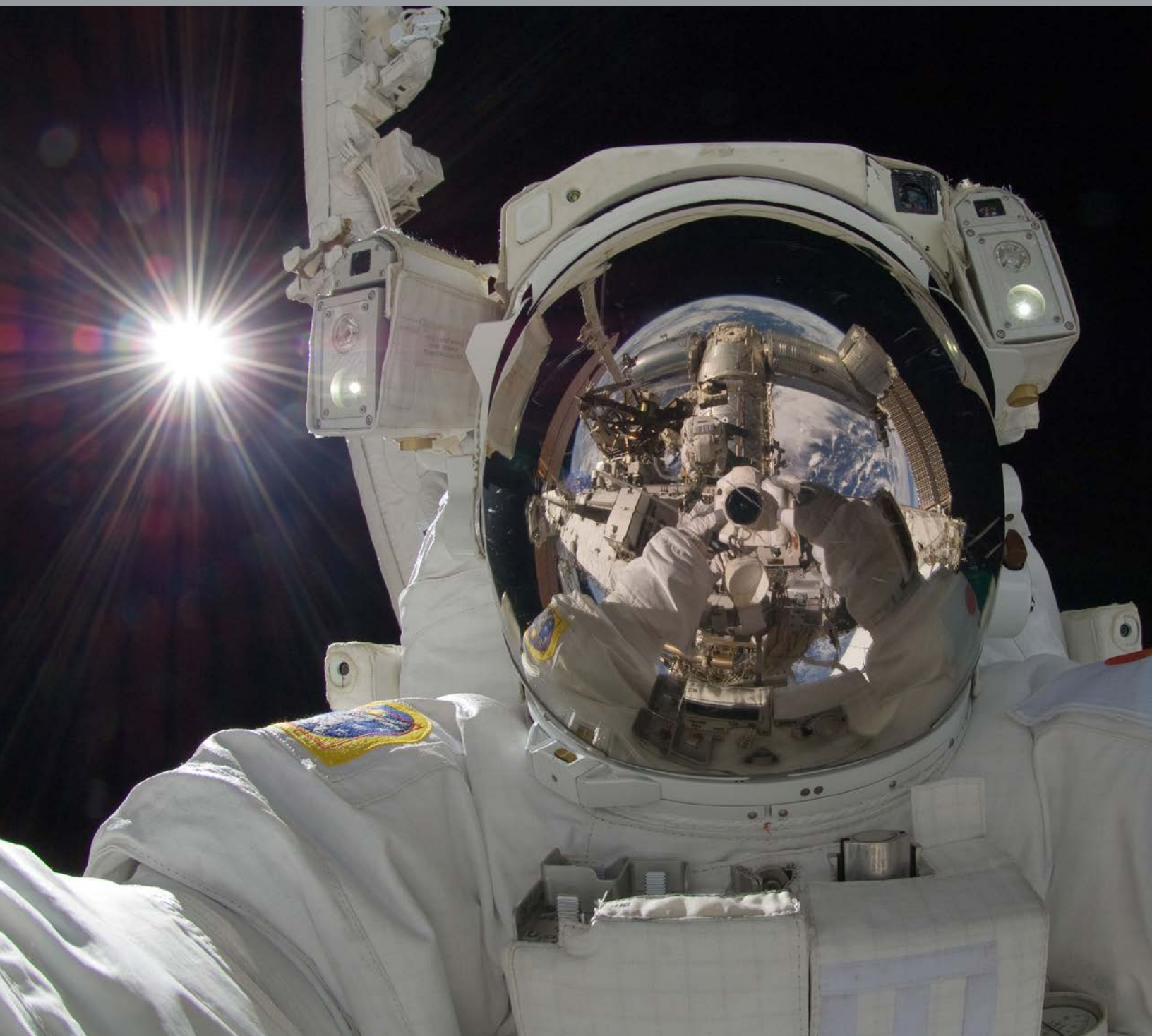
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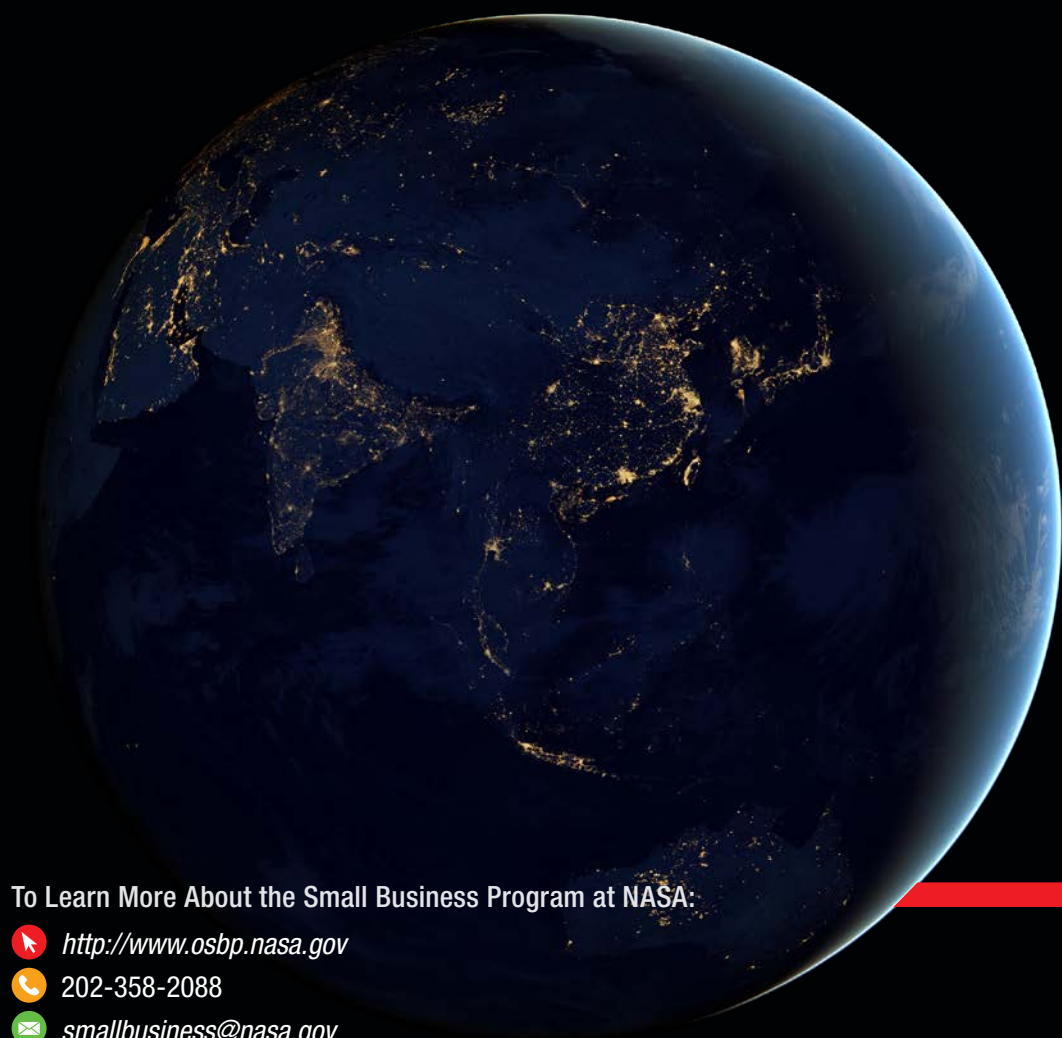
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Japan Aerospace Exploration Agency astronaut Aki Hoshide, Expedition 32 flight engineer, uses a digital still camera to expose a photo of his helmet visor during the mission's third session of extravehicular activity (EVA). The bright sun is visible at left. (Credit: NASA)

REACHING HIGH



To Learn More About the Small Business Program at NASA:

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